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VIGNETTES

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The Foreign Agricultural Service (FAS) Outreach Activities

By Dale Miller, AgExport Services Division, Foreign Agricultural Service

The *Foreign Agricultural Service* (FAS) of the *U.S. Department of Agriculture* (USDA), has begun to forge important partnerships with land grant universities, export assistance centers, State Departments of Agriculture, other Federal and State agencies, the media and youth groups. The purpose of these partnerships is to increase the number and commitment of U.S. companies engaged in exporting; to educate the public on the importance of agricultural exports to both the local and national economy; to highlight trade opportunities in the global market; and to underscore USDA's role in providing export assistance programs and an overseas network to increase the exporting success of U.S. business interests, especially cooperatives and small and new-to-export companies.

Agriculture is the most export-dependent industry in the United States; agricultural exports provide a safety net for farm income, create jobs and support rural development. The export market for agricultural products is dynamic, with growth in sales three times faster than in the United States. Thousands of U.S. companies are increasing profits by selling overseas. Ninety-four percent of the world's food consumers live outside the borders of the U.S. With rising incomes these consumers are demanding more and more quality American food products. Because of new market opportunities created by NAFTA and the GATT, the export market is clearly the place U.S. companies need to be. The FAS is working with over 75 trade associations and hundreds of U.S. companies to capitalize on these new trade opportunities.

To accomplish these outreach objectives, FAS has established an Outreach and Exporter Assistance Branch within its AgExport Services Division headed by Deputy Directory Dale Miller. To better serve USDA's constituents with hands-on counseling, in 1996 FAS, in partnership with local State Department of Agriculture in Oregon, Colorado and California, established outreach positions staffed by FAS employees in Portland, Denver and Sacramento. In coordination with the Farm Services Agency (FAS), FAS also created an outreach office in Des Moines, Iowa. The Des Moines office, like the other three, functions to increase the agricultural community's awareness of export opportunities and USDA export programs and services. These four domestic outreach offices provide a complete range of export services supported by FAS's AgExport Services Division and local State Department of Agriculture offices. This partnership is tangible evidence of FAS's commitment to expanding business knowledge of export opportunities and USDA export programs and services, while highlighting the capacity for success when Federal and State governments work together with the private sector.

During 1996, FAS actively participated in more than 195 export outreach activities, taking its campaign to over 45 states, plus Puerto Rico. FAS has placed particular emphasis on recruiting small, medium and new-to-export entities for participation in FAS sponsored international trade shows.

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In addition, the Outreach Office is encouraging experienced exporters to invest more in emerging markets and is reaching out to under-represented constituents. There has been notable success with the Hmong, Native American groups and minority farmers such as those operating under the Federation of Southern Cooperatives. In short, the Outreach Office is expanding the export network, educating and energizing U.S. companies to export, creating a domestic presence and getting out the message about export opportunities.

The combined effect of these export programs and services and FAS staff, both at home and overseas, has provided U.S. entities with expanded resources to be used to enter new markets or promote new products. For additional information about the FAS Outreach Office call 202-720-9509.

Foreign Agricultural Service AgExport Services Division Export Outreach Offices				
Office Location	Outreach Specialist	Telephone Number	FAX Number	E-Mail Address
CALIFORNIA, SACRAMENTO California Department of Food and Agriculture 1220 N Street, Suite #409 Sacramento, California 94271-0001	Bonnie Borris	(916) 654-0389	(916) 653-2604	bboris@smtp1.cdffa.ca.gov
COLORADO, DENVER Colorado Department of Agriculture 700 Kipling Street, Suite #4000 Lakewood, Colorado 80215-5894	John Toaspern	(303) 239-4114	(303) 239-4125	cdajohnt@aol.com
IOWA, DES MOINES USDA/Farm Service Agency 10500 Buena Vista Court Des Moines, Iowa 50322-3782	Scott E. Bleggi	(515) 254-1540 ext. #653	(515) 254-1573	bleggi@fas.usda.gov
OREGON, PORTLAND Oregon Department of Agriculture Ag Development & Marketing Division 121 Southwest Salmon Street, #240 Portland, Oregon 97204-2987	Jeff Jones	(503) 229-6734	(503) 229-6113	jjones@oda.state.or.us

Items of Interest

FSIS, Export Library System.

The Export Library is maintained by USDA, Food Safety and Inspection Service (FSIS).

Anyone who wants the requirements for export of meat and poultry products to any country, or who wants a copy of a country's plant list can access the Export Library to retrieve the latest information. All of the countries that have notified FSIS of their extra requirements and/or their approved plant lists are listed in both reverse chronological order and in alphabetical order under the headings *Country Requirements – Chronological Order*, and *Country Requirements – Alphabetical Listing*. Plant lists are similarly listed under *Plant Listing – Chronological Listing*, and *Plant Listing – Alphabetical Listing*. Also includes Notices to Exporters, with important information regarding export to certain countries.

The FSIS, Export Library can be accessed at URL: <http://www.usda.gov/agency/fsis/explib.htm>. For more information contact: FSIS, Export Coordination Division, Washington, DC, tel: 202-690-3752.

New Name.

The Dairy and Food Industries Supply Association has changed its name to the *International Association of Food Industry Suppliers*. The organization's Web site can be accessed at URL: www.dfisa.org.

Small Business Development Center (SBDC).

The Alexandria Small Business Development Center for Entrepreneurial Resources and Technology opened at George Washington University. The Center is part of a network of Virginia-based SBDCs funded by the U.S. Small Business Administration through the Virginia Department of Business Assistance. SBDC provides free, individualized small business counseling, information, referral services, and training; also focuses on special outreach programs. For more information about the Center and its activities, call 703-299-9146.

Internet Access for International Business, Economics, Marketing and Trade Information.

The "Agribusiness, Food Industry & Forest Industry Associations on the Internet" list, compiled by Carol Singer,

was recently updated and expanded. It is available both in print and electronic format. To order a printed copy, include gummed label with your request to: USDA/ARS/NAL, Agricultural Trade and Marketing Information Center, Room 304, 10301 Baltimore Avenue, Beltsville, MD 20705-2351. The electronic format is available on ATMIC's home page, URL: <http://www.nal.usda.gov/atmic/pubs/agriassn.htm>.

- *African Intelligence*. Offers exclusive news covering political and economic events in Africa. Some articles in English and some in French. Updated almost daily.
URL: <http://www.indigo-net.com/africa.html>
- *Asia Pacific Chamber of Commerce*. Asia Pacific chamber facts. International programs focus on: trade and business development, transportation, telecommunications and technology, finance and economics, quality and management, law and society.
URL: <http://oneworld.wa.com/apcc/apcc1.html>
- *Asia Times*. Includes business news from the entire region to the Regional Stock Market round-up; also includes headline news, regional and international coverage.
URL: <http://www.asiatimes.com/>
- *Asian Business Watch*. Gathers news, data, and analysis from a number of Asian and international sources.
URL: <http://www.asianbusinesswatch.com>
- *Central America Today*. Information on developing business and projects in Guatemala, El Salvador, Honduras, Nicaragua, and Costa Rica.
URL: <http://www.centramerica.com>
- *Chip News*. English language publication from Chile. Includes news, trade and investment information, yellow pages for Chile.
URL: <http://www.chip.cl>
- *Croatia Country Report*. Contains country and regional agriculture related information.
URL: <http://www.rec.hr.REC/Country Reports/Croatia/contents.html>
- *Digital KOTRA*. Lists online links to various government and private-sector web sites dealing

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with trade and investment in South Korea.

URL: <http://www.kotra.co.kr>

- *El Nuevo Dia Interactivo-Puerto Rico*. Information on the latest business, political news events.
URL: <http://www.endi.com>
- *Europages*. Contains business information, company catalogues, and listings of European chamber of commerce. Searchable by product or service. In German, English, Spanish, French and Italian.
URL: <http://www.europages.com/>
- *Export Hotline and Trade Bank*. Offer international business information services with reports covering 80 countries, export statistics, and a global directory of companies seeking to develop international trade. To read is free; however registration is required. There is a charge to print country or industry reports.
URL: <http://www.exporthotline.com>
- *Forum for Tourism and Business in Switzerland*. Comprehensive guide for companies, businesses, hotels, restaurants and tourist information in Switzerland, includes business directory in German.
URL: <http://www.forum.ch>
- *Guide to International Business*. Provides a country-by-country listing of different topics with a focus on business on the Internet.
URL: <http://www.pangaeaitc.com/bizguide/index.htm>
- *Inter-American Institute for Cooperation on Agriculture (IICA)*. Offers a specialized site with direct links to what is happening in the world of agriculture and agribusiness both in Canada and in the Latin American and Caribbean countries.
URL: www.iicacan.org
- *International Import/Export Directory*.
Update URL from :
<http://www.cris.com/~Serranyc/>
to: <http://www.serraintl.com/>
- *International Policy Council on Agriculture, Food and Trade (IPC)*. Includes news of upcoming events, press releases, publications, list of IPC memberships, and links to affiliate organizations.
URL: <http://www.agritrade.org>
- *Korean Trading Companies*. Provides contact information for South Korean import-export companies.
URL: <http://www.kita.or.kr/catalog>
- *Market Link:Reference Center*. Contains resources for international trade; world market data; global transportation resources; economic information; embassies and trade organizations; international commerce guide; language resources; and geographical information.
URL: <http://m-link.com/resources/>
- *Newfoundland*. A comprehensive directory of business in Newfoundland and Labrador by classification with links to corporate subscriber homepages.
URL: <http://www.nfbusiness.com>
- *New Zealand Ministry of Agriculture*. Broad-ranging New Zealand rural and seafood information resource including Ministry of Agriculture and Food (MAF) publications. Includes a database of MAF standards for the import and export of animal, dairy, meat, seafood and plants as well as their products.
URL: <http://www.maf.govt.nz/>
- *Panama Virtual 1997*. Recent information about Panama's economy, government, free zone canal, tourism, and more. In English and Spanish.
URL: <http://www.panama-virtual.com/revista.htm>
- *Serra International's Import-Export Directory*. Contains information on international trade and transportation. Update URL from:
<http://www.concentric.net/~serranyc/>
to: <http://www.serraintl.com/morelink.html>
- *Singapore Industrial Directory*. Comprehensive on-line database for sourcing in Singapore.
URL: <http://sidgreenbook.com>
- *Singapore Yellow Pages*. The official Singapore Yellow Pages. Lists company names, addresses, phone and fax numbers, e-mail, products and services, brands.
URL: <http://www.yellowpages.com.sg>
- *Trade Compass Country Profile for Korea*. Comprehensive coverage of South Korea's market place; also lists many useful links and sub-links.

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URL: <http://www.tradecompass.com/mktplace/country/asia/southkorea>

- *Trade and Industry Network - Africa*. Includes African global chamber of commerce, global marketplace online. Searchable by countries, continents, and regions.
URL: <http://www.gcc.net/commerce/chamber/africa/africa.htm>
- *Trade Council of Iceland*. Includes business, economics and market information; directory of exporters, and information about Icelandic products and services.
URL: <http://www.icetrade.is/>
- *U.S. Department of Agriculture, Office of Agricultural Affairs, American Embassy, Vienna, Austria*. Information about the Agricultural Affairs Office, trade contacts, market promotion, trade show assistance, export credits, market development cooperators, general information and reports, humanitarian assistance, technical assistance, Animal and Health Inspection Service (APHIS), and Forest Service.
URL: <http://www.usia.gov/abtusia/posts/AU1/wwwahag01.html>
- *U.S. Department of State, Country Commercial Guides*. Provide a comprehensive look at

countries' commercial environments, using economic, political and market analysis. Country Commercial Guides are prepared annually by U.S. embassies with the assistance of several U.S. government agencies.

URL: http://www.state.gov/www/about_state/business/com_guides/index.html

- *U.S. Food and Drug Administration/Center for Food Safety and Applied Nutrition*. Includes FDA overview, other regulatory agencies with responsibilities for foods; information on: food labeling, nutrition and dietary supplement; imports, exports, inspections and HACCP; pesticides and chemical contaminants; food additives and premarket approval; foodborne illness, seafood and regulatory fish encyclopedia; special interest areas; and other sources of food information.
URL: <http://vm.cfsan.fda.gov/list.html>
- *WebIndia*. Leading Indian business information provider with more than 140 Indian business hosts and information about many more.
URL: <http://www.webindia.com/>
- *Welcome to the Embassy of South Africa*. Contains information about South Africa, business opportunities, and other information. The site is updated daily.
URL: <http://www.southafrica.net>

Publications

Books/Directories/Guides

- *Chinese Biotechnology Directory, 1997* (in English)
Guangdon, P.R. China, 1997. Cost: \$220.00

Coverage: Lists over 1,000 enterprises, including government agencies, societies, and associations, research institutes and companies. Contains information on the organization's name, address, telephone/fax numbers, activities and services offered.

Order from: Chi Zhenguo, Room 605, Bldg. 6, Kang Le Cun, Nanxin Rd., Nanshan, Shenzhen, Guangdon, P.R. China 518052. FAX: 011-86-755-6568829; e-mail: chis@mh.sz.col.co.cn.

- *Export/Import Procedures and Documentation*. (3rd ed.)
Johnson, Thomas E.
New York: AMACOM Books, 1997. 640p.
Cost: \$75.00

Coverage: Includes the newest export/import regulations and tips on documentation.

Order from: AMACOM Books, 1601 Broadway, New York, N.Y. 10019. Tel: 800-262-9699.

- *Korea and the World, 1996*. (English only)
Seoul, South Korea: Korean Trade Promotion Center, 1996. 132p. Cost: \$19.00.

Coverage: Includes demographic, industrial, financial, and trade-related statistics.

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Publications, continued from page 5

Order from: Korea International Trade Association, Seoul, South Korea. Tel: 011-82-2-551-5173; e-mail: kot6868@kotis.net.

- *Major Companies of Latin America and the Caribbean. 1996-1997.*

London, UK: Graham & Whiteside Ltd., 1997.
Cost: \$730.00

Coverage: Comprehensive coverage on leading Latin American and Caribbean businesses.

Order from: European Business Publications Inc., P.O. Box 891, Darien, CT 06820. Tel: 203-656-2701; FAX: 203-655-8332.

- *OECD (Organization for Economic Cooperation and Development) Investment Guides.*

Guides provide detailed information on economic, financial, political and legal conditions in the listed countries. Also include legal framework for business activities and investment opportunities.

- *Investment Guide for Belarus. 1996.*
Paris: OECD, 1996. 200p. Cost: FF 200.
- *Investment Guide for Bulgaria. 1996.*
Paris: OECD, 1996. 138p. Cost: FF 100.
- *Investment Guide for Estonia. 1996.*
Paris: OECD, 1996. 165p. Cost: FF 150.
- *Regional Integration and Transition Economies: The Case of the Baltic Rim. 1996.*
Paris: OECD, 1996. 209p. Cost: \$29.00.
- *Investment Guide for the Russian Federation. 1996.*
Paris: OECD, 1996. 200p. Cost: \$51.00.
- *Investment Guide for Uzbekistan. 1996.*
Paris: OECD, 1996. 119p. Cost: FF 115.

Order from: Organization for Economic Cooperation and Development (OECD), Publications and Information Center, 2001 L St., NW, Ste. 650, Washington, DC 20036-4922 Tel: 202-785-6323; FAX: 202-785-0350. URL: <http://www.oecdwash.org>.

- *The USA and Canada 1998. (3rd edition)*
London: European Business Publications, 1997. 600p. Cost: \$410.00.

Coverage: Political and administrative affairs, the economy, society, transport, utilities, the U.S. and Canadian relations, NAFTA, and environmental issues.

Order from: European Business Publications, P.O. Box 891, Darien, CT 06820. Tel: 203-656-2701; FAX: 203-655-8332.

Reports

Food Marketing Institute (FMI) Publications.

- *Greening of Consumers: A Food Retailer's Guide. (No. 1003).*
Washington, DC: FMI, 1997. Cost: \$30.00 (members), \$75.00 (non-members).
- *Facts About Store Development. (No. 148).*
Washington, DC: FMI, 1997. Cost: \$20.00 (members), \$40.00 (non-members).
- *Trends in the United States - Consumer Attitudes and the Supermarket. (No. 18).*
Washington, DC: FMI, 1997. Cost: \$35.00 (members), \$90.00 (non-members).

Order from: Publications and Video Sales Dept., Food Marketing Institute, 800 Connecticut Ave., NW, Washington, DC 20006-2701. Tel: 202-429-8298/8266; FAX: 202-429-4550 (credit card order only). Shipping and handling not included in above price quote.

- *Agricultural Policies, Markets and Trade in the Central and Eastern European Countries, Selected New Independent States, Mongolia and China Monitoring and Outlook 1995.*
Paris, France: OECD, 1995. 236p. Cost: \$37.00.

Order from: Organization for Economic Cooperation and Development (OECD), Publications and Information Center, 2001 L St., NW, Ste. 650, Washington, DC 20036-4922. Tel: 202-785-6323; FAX: 202-785-0350. URL: <http://www.oecdwash.org>.

See Publications, page 7

U.S. Department of Agriculture (USDA)

**Agricultural Research Service (ARS),
National Agricultural Library (NAL), Beltsville, MD.**

- “North American Free Trade Agreement (NAFTA)”. *Special Reference Briefs Series* (SRB 97-03). Lassanyi, Mary E. and Henrichs, Terrance L. Beltsville, MD: Agricultural Trade and Marketing Information Center. July 1997. 87p. Free publication. Available in printed format only.

Available from: Agricultural Trade and Marketing Information Center (ATMIC), NAL/ARS/USDA, Room 304, 10301 Baltimore Ave., Beltsville, MD 20705-2351. Please include a self-addressed gummed label when requesting the publication.

Economic Research Service (ERS)

- *Exploring Linkages Among Agriculture, Trade, and the Environment. Issues for the Next Century.* Krissoff, Barry, et al. Washington, DC: Economic Research Service, USDA. Agricultural Economic Report No. 738. May 1996. 35p.
- *Provisions of the Federal Agriculture Improvement and Reform Act of 1996.* Nelson, Frederick J. and Schertz, Lyle P. - editors. Washington, DC: Commercial Agricultural Division, Economic Research Service, USDA. Agriculture Information Bulletin No. 729. September 1996. 147p.

National Agricultural Statistics Service (NASS)

- *Crop Values, 1996 Summary.* Washington, DC: National Agricultural Statistics Service, USDA. Report No. Pr-2-1(97), February 1997. 42p.
- *Floriculture Crops, 1996 Summary.* Washington, DC: National Agricultural Statistics Service, USDA. Report No. Sp Cr 6-1(97), April 1997. 109p.

For ordering information of ERS and NASS Reports contact: ERS-NASS, 341 Victory Dr., Herndon, VA 22070. Tel: 1-800-999-6779 U.S. and Canada (weekdays 8:30-5:00ET), or visit the ERS Internet Home Page at: URL: <http://www.econ.ag.gov/>; NASS Internet Home Page at: URL: <http://www.usda.gov/nass/>

U.S. General Accounting Office (GAO)

- *Commodity Exchange Act. Legal and Regulatory Issues Remain.* Washington, DC: General Government Division, GAO, April 7, 1997. 81p. Report No. GAO/GGD-97-50.
- *Crop Insurance. Opportunities Exist to Reduce Government Costs for Private-Sector Delivery.* Washington, DC: Resources, Community and Economic Development Division, GAO, April 17, 1997. 152p. Report No. GAO/RCED-97-70.
- *Food Safety. Procedures for Inspecting Canadian Meat Imports.* Washington, DC: Testimony before the Committee on Small Business, U.S. Senate, GAO, April 2, 1997. 6p. Report No. GAO/T-RCED-97-121.
- *International Organizations. U.S. Participation in the United Nations Development Program.* Washington, DC: National Security and International Affairs Division, GAO, April 17, 1997. 101p. Report No. GAO/NSIAD-97-8.
- *Rural Development. Availability of Capital for Agriculture, Business, and Infrastructure.* Washington, DC: Resources, Community, and Economic Development Division, GAO, May 27, 1997. 67p. Report No. GAO/RCED-97-109.

For ordering information and cost of publications contact: U.S. General Accounting Office, P.O. Box 6015, Gaithersburg, MD 20884-6015. Tel: 202-512-6000; FAX: 301-258-4066; TDD 301-413-0006; URL: <http://www.gao.gov>.

Newsletters

- *Americas Trade.* Reports on NAFTA, Mercosur, the FTAA and trade policy in the Americas. Bi-weekly. Published by Americas Trade, P.O. Box 7167, Ben Franklin Station, Washington, DC 20044. Tel: 703-416-8500 (in Washington, DC); 800-424-9068 (outside Washington, DC); FAX: 703-416-8543. Cost: \$625.00 per year (domestic), \$675.00 (outside U.S., Canada, and Mexico).
- *Caribbean/Latin American Action Report.* Monthly. Published by the Caribbean/Latin American Action. For ordering information contact Caribbean/Latin American Action, 1818 N St., NW, Ste. 310, Washington, DC 20036. Tel:

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202-466-7464; FAX: 202-822-0075; e-mail: info@claa.org; URL: <http://www.milcom.com/claa>.

- *Marketing Horizons. USDA - Marketing Assistance Project in Armenia.* Published by USDA, Marketing Assistance Project in Armenia. For more information contact USDA Box 2203, Washington, DC 20250-2203. Tel: 202-720-3801; E-mail: usdaes2@arminco.com.

Articles of Interest

- "Ag Trade Environment with an Enlarged European Union." Jones, Elizabeth and Leetmaa, Susan. *Agricultural Outlook*, June 1997, p.24-27. (Special Article).
- "Meeting the Call for 'Safe Foods'." Hiroshi, Saji. *Journal of Japanese Trade and Industry*, (3):47, March 1997.
- "Mexico Trade, Three Years After NAFTA." Economic Research Service, USDA. *Frozen Food Digest*, (7):83, July 1997.
- "The Middle East & North Africa: A Robust Ag Market." Kurtzig, Michael E. *Agricultural Outlook*, May 1997, p.15-19.
- "State Trading Enterprises: Their Role in World Markets." Ackerman, Karen, et. al. *Agricultural Outlook*, June 1997, p.11-16.

- "U.S. & Mexican Avocado Sectors: A Comparison." Plunkett, Daniel. *Agricultural Outlook*, June 1997, p.22-23.
- "USDA Lifts Import Ban on Mexican Avocados." Roberts, Donna. *Agricultural Outlook*, June 1997, p.17-21.
- *AgExporter*, April 1997 issue, covers topics on growth markets of the Americas.
- *AgExporter*, May/June 1997 issue, focuses on Southeast Asia – a booming market for U.S. foods.

The *AgExporter Magazine* is published by the Foreign Agricultural Service, U.S. Department of Agriculture, Washington, DC. **Order from:** National Technical Information Service, Subscription Section, Springfield, VA 22161. Tel: 703-487-4630; TTD: 703-487-4639. Cost: \$51.00 (domestic); \$59.00 (foreign).

Videos

- Portals to Prosperity: Exporting Agricultural Products to Mexico. Cost: \$7.50.
- From Corn Soup to Strawberry Pretzels: The Japanese Food Market. Cost: \$10.00.
- The Mexican Food Market: A WUSATA Video for Exporters. Cost: \$7.50.

Order from: Western U.S. Agricultural Trade Association, Vancouver, WA. Alexa Hamilton, tel: 360-574-2627; FAX: 360-574-7083; e-mail: alexah@wusata.org.

Conferences/Meetings/Trade Shows

Trade Shows

International Food and Beverage Shows and Sales Missions are sponsored by the USDA's Foreign Agricultural Service. For additional information please contact: USDA Trade Show Office, Foreign Agricultural Service, AgBox 1052, Washington, DC 20250-1052. Tel: 202-690-1182; FAX: 202-690-4374; and/or the contact listed under a specific trade show. Trade Shows can also be viewed via FAS Web Site, URL: <http://ffas.usda.gov/agexport/shows/tshow.html>.

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DIETEXPO'97, Paris, France. Contact: Office of Agricultural Affairs, American Embassy, 2, Avenue Gabriel-75382 Paris Cedex 08, France. Tel: 33-1-43-12-2245/2264; FAX: 33-1-43-12-2662. USDA contact: Heather Grell, tel: 202-205-3771; FAX: 202-690-4374. E-mail: grell@fas.usda.gov

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November 4-6 **Tallinn Food Show'97**, Tallinn, Estonia. Contact: Jolanta Andersonne, American Embassy, Raina, Blvd.7, LV-1510, Riga, Latvia. Tel: 011-371-7-210-006; FAX: 011-371-7-227-390. USDA contact: Chin- Zen Lin Plotner, tel: 202-720-5138; FAX: 202-690-0193. E-mail: plotner@fas.usda.gov

November 5-8 **Vietnam Food & Hospitality Week'97**, Ho Chi Minh City, SR Vietnam. Contact: Ellen Wong, Commerce Tours International, tel: 415-433-3072; FAX: 415-433-2820. USDA contact: Tobitha Jones, tel: 202-690-1182; FAX: 202-690-4374. E-mail: joneste@fas.usda.gov

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March 2-6 **ALIMENTARIA'98**, (Food Exposition in Iberia), Barcelona, Spain. Contact: Heather Grell, USDA Trade Show Office, tel: 202-205-3771; FAX: 202-690-4374. E-mail: grell@fas.usda.gov

March 3-7 **SALIMA Trade Show**, Brno, Czech Republic. Contact: U.S. Embassy, Agricultural Affairs Office, Vienna, Austria, tel: 011- 43-1-31339-2364; FAX: 011-43-1-310-8208. E-mail: AgVienna@compuserve.com

Spring 1998 **ALPE ADRIA KULINARIKA Trade Show**, Ljubljana, Slovenia. Contact: U.S. Embassy, Agricultural Affairs Office, Vienna, Austria, tel: 011- 43-1-31339-2364; FAX: 011-43-1-310-8208. E-mail: AgVienna@compuserve.com

March 10-13 **Foodex Japan'98**, (International Food and Beverage Exhibition), Tokyo, Japan. Contact: Japan Management Association, 3 -1- 22, Shibakoen Minato-Ku, Tokyo, Japan, tel: 011-03-3434-0093; FAX: 011-03-3434- 8076. USDA contact: Maria Nemeth-Ek, tel: 202-720-3623; FAX: 202- 690-4374. E-mail: nemeth@fas.usda.gov

March 17-19 **Great American Food Show - Korea**, Seoul, South Korea. Contact: Philip A. Shull, Agricultural Trade Office, Seoul, 82 Sejong-Ro, Chongro-Ku, Seoul, South Korea 110-050, tel: 011-822-397-4297; FAX: 011-822- 738-7147. USDA contact: Teresina Leslie Chin, tel: 202-720-9423; FAX: 202-690-4374. E-mail: leslie@fas.usda.gov

April 14-17 **Food & Hotel Asia'98**, Singapore, Singapore. Contact: Ellen Wong, Commerce Tours International, Inc., 870 Market St., Ste. 918, San Francisco, CA 94102, tel: 415-433-3072; FAX: 415-433-2820. USDA contact: Teresina Leslie Chin, tel: 202-720-9423; FAX: 202-690-4374. E-mail: leslie@fas.usda.gov

Other Trade Shows/Conferences/Meetings

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October 5-9 **Saudi Agriculture**, Riyadh, Saudi Arabia. Contact: Riyadh Exhibition Company Ltd., P.O. Box 56010, Riyadh 11554, Saudi Arabia, tel: 966-1- 454-1448/0637; FAX: 966-1-454-4846, or Overseas Exhibition Services Ltd., 11 Manchester Square, London W1M 5AB, UK. Internet: mideast@montnet.com or <http://www.montnet.com/cgi-bin/montnet>

October 8-10 **Encuentro Las Americas'97** (International Trade Conference). Gallier Hall, 525 St. Charles Ave., New Orleans. Contact: Julio Guichard, tel: 504-565-7230. Toll free tel: 1-888-529-4398; FAX: 504-524-4303. Internet address: <http://www.EncuentroLasAmericas.com>; E-mail: EncuentroLasAmericas@woirdnet.att.net

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- October 9-10 **First Annual IPC Agro-Forum.** "The Global Food and Agricultural System of the 21st Century." Kurhaus Hotel, the Hague, the Netherlands. For more information contact: IPC, 1616 P St., NW, Ste. 100, Washington, DC 20036. Tel: 202-328-5056; FAX: 202-328-5133.
- October 22-26 **International Baking Industry Exposition,** Las Vegas, NV. Contact: Nikki Gayhart, ABA, 1350 I St., NW, Ste. 1290, Washington, DC 20005, tel: 202-789-0300.
- October 28-30 **Boritec,** Milan Italy. For more information contact: Boritec Organization Service, tel: 011-39-2-4997-7411/2; FAX: 011-39-2-4997-7481. Internet: <http://www.fmd.it/boritec>
- October 29-November 2 **International Dairy Foods Association (MIF/NCI/IICA/ABI) Annual Convention,** McCormick Place, Chicago, IL. Contact: 202-737-4332.
- October 30-November 2 **Worldwide Food Expo'97,** Chicago, IL. Call: 1-888-246-3277.
- November 4-6 **Food Ingredients Europe 1997,** London, UK. Contact: T & G Food Ingredient Services, Inc., 4220 Commercial Way, Glenview, IL 60025, tel: 847-635-9960; FAX: 847-635-6801.
- November 17-19 **AGSI 97, Digital Intelligence,** Hotel Den Haag Promenade, the Hague, the Netherlands. Contact: AGSI, 15 Market Place, Tetbury, Glos, GL8 8DD, UK, tel: 011-44-1666-505-772; FAX: 011-44-1666-505-774. E-mail: agsi@infonortics.com

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- January 3-5 **Allied Social Science Associations, Annual Meetings,** Hyatt Regency, Chicago IL. For more information call 615-322-3509.
- February 15-19 **Palm and Coconut Oils for the 21st Centry: Sources, Processing, Applications and Competition - Conference,** Bali, Indonesia. Contact: AOCS, PO Box 3489, Champaign, IL 61826-3489, tel: 217-359-2344; FAX: 217-351-8091. E-mail: meetings@aoes.org.

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Vignettes is compiled and edited by:
Mary Lassanyi,
Coordinator, ATMIC

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